

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Who is your customer?</div> <div>Person who try to manage their expenses in an efficient way</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>What constraints prevent your customers from taking action or limit their choices?</div> <div>No Internet Connection</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?</div> <div>Note & pen system, Mind Calculation</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div>Which jobs-to-be-done (or problems) do you address for your customers?</div> <div><div><div></div></div><div>Large manual calculations are need to calculate the monthly expenses</div><div></div><div></div><div>Human error may be happen</div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>What is the real reason that this problem exists? What is the back story behind the need to do this job?</div> <div><div><div></div></div><div>Lack of tracking their expenses</div><div></div><div></div><div>No graphical representation to track their expenses</div></div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>What does your customer do to address the problem and get the job done?</div> <div>Easier for the user to follow the process of tracking expenses</div>	
	Focus on J&P, tap into BE, understand RC			

<p>3. TRIGGERS TR</p> <p>What triggers custom is to act?</p> <p>It reduces time rather than writing it manually in the Notebook</p>	<p>10. YOUR SOLUTION SL</p> <ul style="list-style-type: none"> ● Create a web application to track their expenses anywhere at any time ● Get real-time graphical representation of their expenses ● Alert notification through email 	<p>8. CHANNELS of BEHAVIOUR CH</p> <p>8.1 ONLINE</p> <p>What kind of actions do custom is take online?</p> <ul style="list-style-type: none"> ● Packing their expenses ● Getting detailed reviews from email notification
<p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>How do custom is feel when they face a problem of a job and afterward?</p> <p>Before: Difficult to track the expense and struggle to analyze their expenses after spending it</p> <p>After: Easy to track the expenses and graphical representation allow them to understand the expenses they made before easily</p>		<p>8.2 OFFLINE</p> <p>What kind of actions do custom is take offline?</p> <p>Exploit the data when online and use it in offline</p>